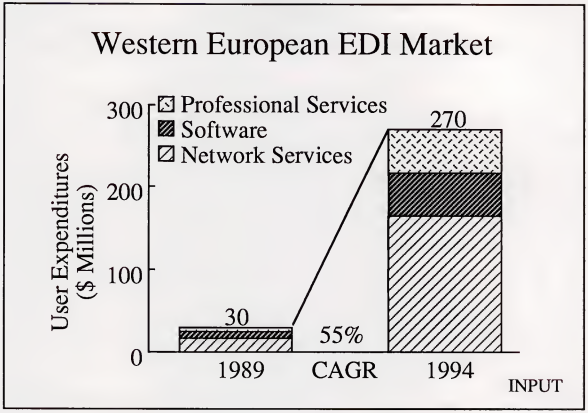
EDI and a Unified Europe

Tim Stevens
Managing Director, EDI Program—Europe
INPUT



NOTES:

ETIE-V-13

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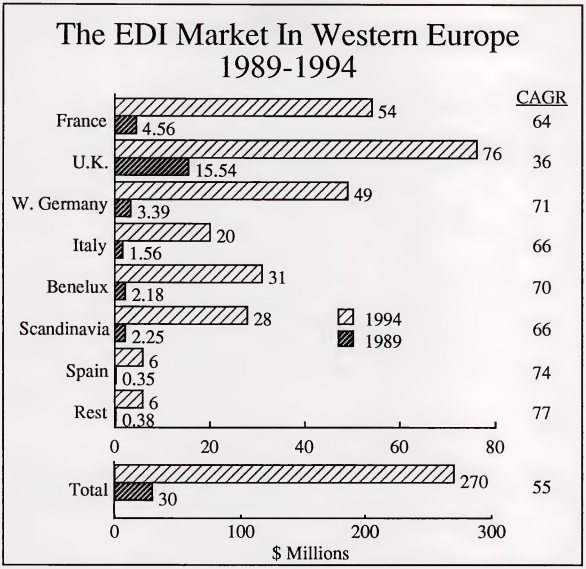

NOTES:

ETIE-IV-6

3, 3a, 4

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Reasons for Using EDI

- Reduction in costs
- Fewer errors
- Faster turnaround
- Improved cutomer service
- Competitive tool
- Increased productivity
- Improved management control

INPUT

NOTES:

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EDI Activity Is Found in Most Industries

Format Subset	Industry Segment
ODETTE	Automobile Manufacturing
CEFIC	Chemicals
EDICON	Construction

INPUT

NOTES:

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EDI Activity Is Found in Most Industries

Format Subset	Industry Segment
EDIFICE	Electronics
TRADACOM	Retail
DISH	International Trade & Transport

INPUT

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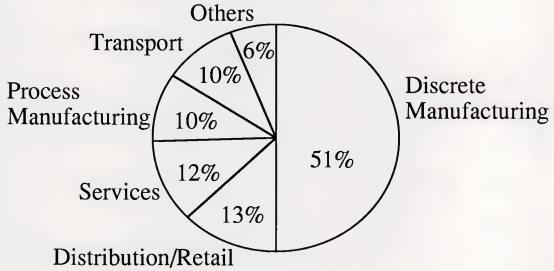
Western European EDI Markets by Vertical Sector, 1989



Total Market = $30 Million

INPUT

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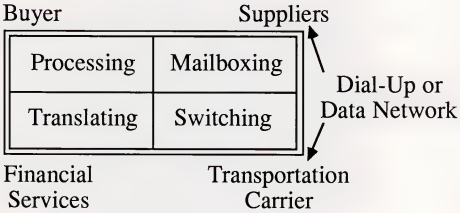
Third-Party Service Provider's Role in EDI



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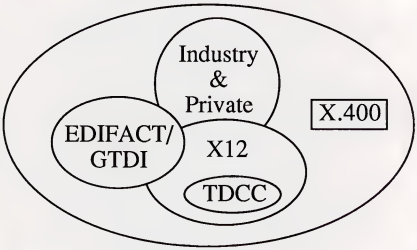
EDI Standards Relationships



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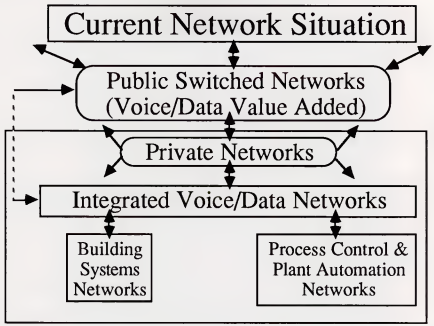

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NOTES:

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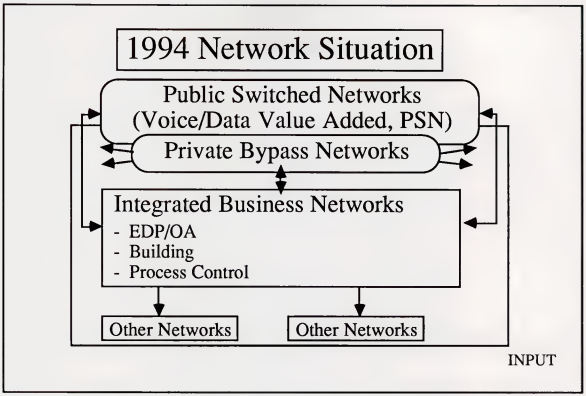

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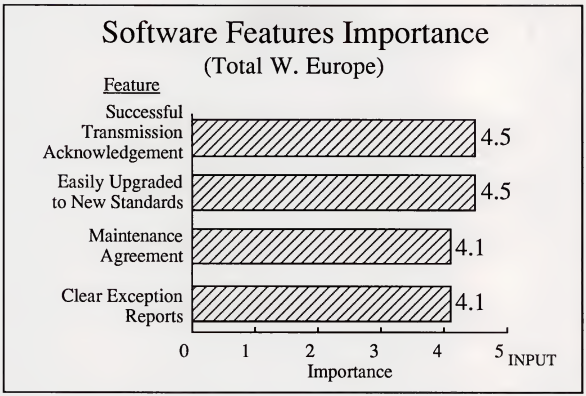

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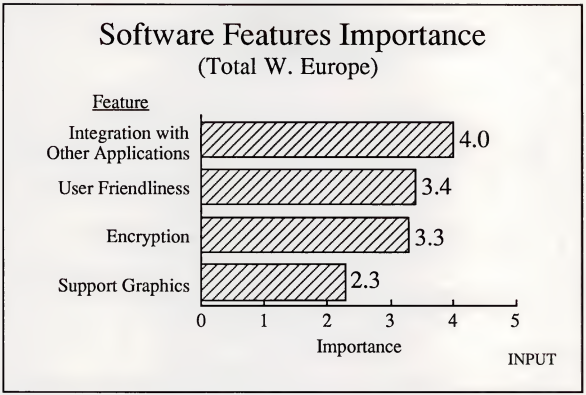

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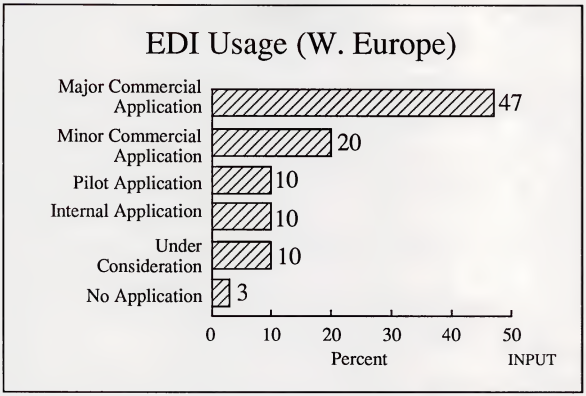

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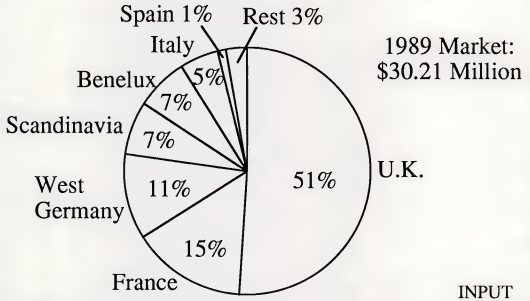
Western European EDI Software and Services Markets by Country, 1989



INPUT

NOTES:

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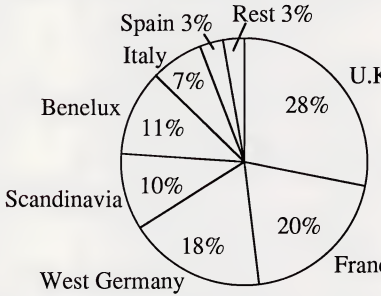
Western European EDI Software and Services Markets by Country, 1994



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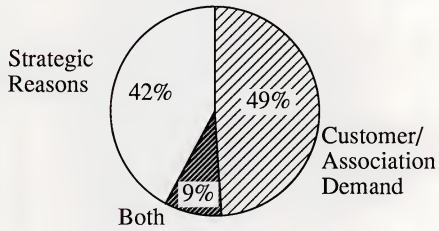
Why Was EDI Implemented?
(W. Europe)



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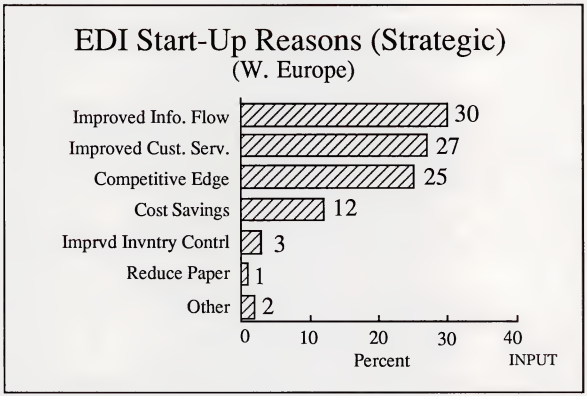

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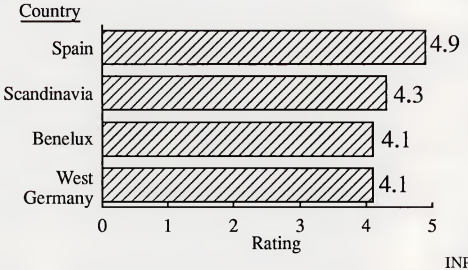
EDI Issues: How Important Is Network Interconnection?



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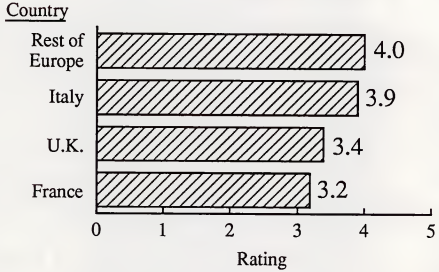
EDI Issues: How Important Is Network Interconnection?



INPUT

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Network Interconnection

- Global communications
- Stimulate growth
- Access to customer base
- Increase flexibility
- Reduce costs
- Optimisation

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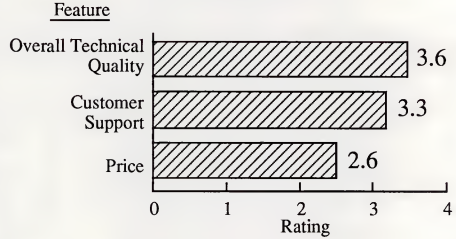
User Ratings of Third-Party Networks
(W. Europe)



INPUT

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User Comments on Third-Party Networks

- Expensive; deters smaller companies
- Poor quality
- Implementation rates too long
- Insufficient customer support

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User Comments on Third-Party Networks

- No uniform documentation
- Price increases
- Nonstandard protocols
- Do not meet expectations
- Problems with software

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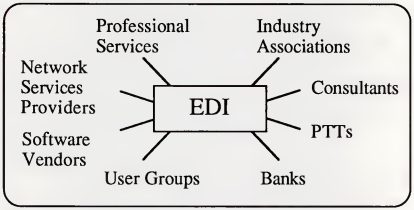
Participants in the EDI Market



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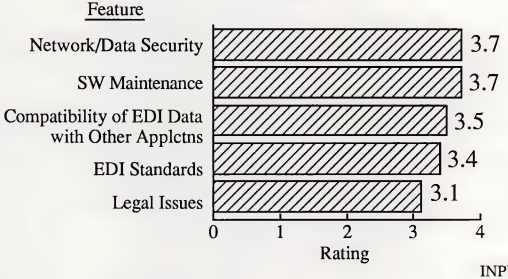
User Issues & Concerns
(W. Europe)



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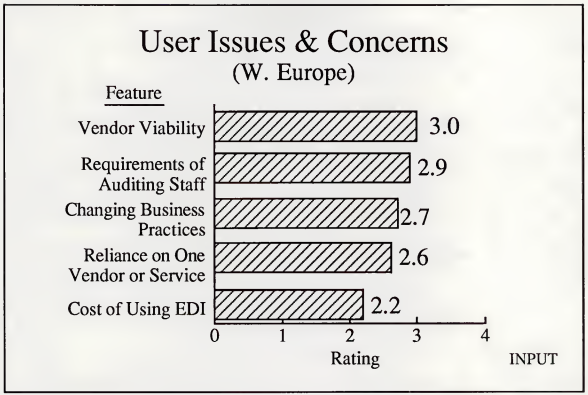

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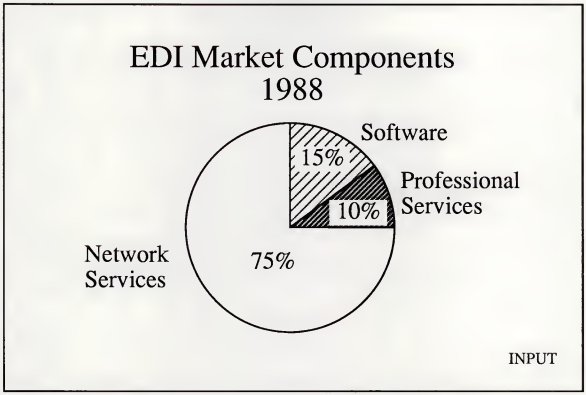

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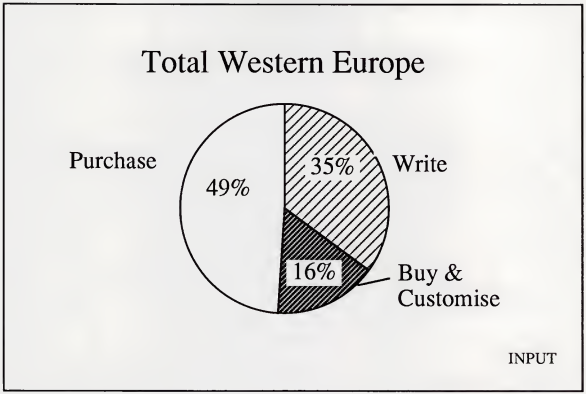

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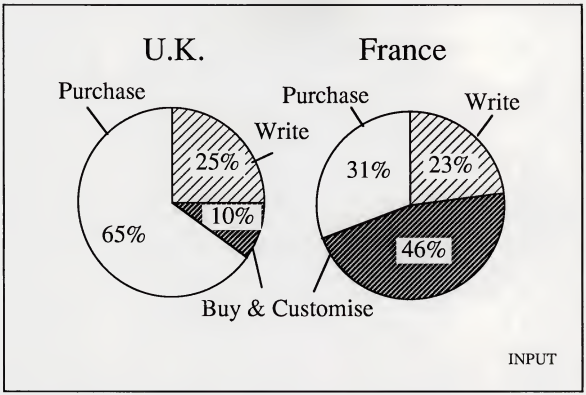

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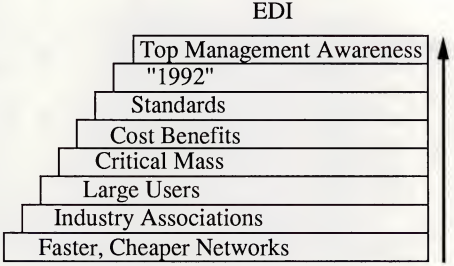
EDI Development Forces



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ETIE-II-8

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Tim Stevens
Senior Consultant

PROFILE

CAPABILITIES

- Strategic planning (IT, manufacturing, broadcasting).
- Management consultant (systems analysis and design).
- Project management: systems development, implementation and post-implementation.
- Management and supervisory training.
- Desk-top publishing systems.

BACKGROUND

- Management consultant for the BBC, responsible for specification, design, and installation of computer systems within Radio. Worked on BBC's IT strategy review, development of standards/interconnecting systems.
- Operations chief (Alexander Proudfoot, Europe). Responsible for project management in U.K./France, developing productivity systems for clients in manufacturing sector.
- Wholesale Accounts Manager for Coats Viyella. Responsible for marketing/sales of Coats products to independent wholesale vendors in the U.K.

EDUCATION

- M.A., (Hons) Cantab.